### Cleveland Municipal School District Cleveland's Children

Costs -- if eRate goes away, or if the Internal Connections category is changed or deleted, how can District support, sustain its current network, infrastructure, etc.? Mentoring/training - how would MIS/District staff be trained/mentored to assume contracted staff responsibilities (of course, given the # of staff we have available)? To what extent is the District technology infrastructure enhanced through this proposal? To what degree is there opportunity for District staff to use, learn, help maintain the components/equipment, etc? What are the future benefits to the District from this project? What foundations are established through this project on which the District can build in the future? In a sentence, we are intent to plot a focused approach in the future and need to start looking at projects now that will/could develop a base from which to expand.

hope this gives you a little to go on, lize

Ilze Kalnina Lacis Cleveland Municipal School District Interim Manager, eRate Program Tel: 216 432 6240

Fax: 216 431 4398 Pgr: 216 388 1303

> "Judy Srail" <jsrail@us.ibm.com>

01/07/02 10:03 AM

To: LacisII@cmsdnet.net

cc: "Rosemary Enos" <rpenos@us.ibm.com>

Subject: Re: Confirm IBM presentation - CMSD RFP responses

Good morning, Ilze,

Please confirm IBM for Friday, 1/11 from 8:30 - 10:30. I would be

interested in knowing to whom we will be presenting and any areas which

CMSD would like specifically highlighted. Also, where will the meeting be

held? We will block off the day if there is a desire to review additional  $% \left( 1\right) =\left( 1\right) +\left( 1\right) +$ 

IBM RFP responses. As I indicated in our conversation, IBM is responding

(has responded) to the following CMSD RFP's:

Technical Support Services (RFP # 05-0203)

Equipment to Terminate Fiber WAN (RFP # 22-0203)

Fiber Optic Cabling (RFP # 11-0203)

Internal Wiring (RFP # 17-0203)

Internet Access (RFP # 02-0203)

Multi-Point Conferencing (RFP # 21-0203)

Network Upgrade (RFP # 13-0203)

Web-Based e-mail (RFP # 08-0203)

Web-Page Development (RFP # 09-0203)

Internet Knowledge Management (RFP # 07-0203)

## Cleveland Municipal School District & Educating Cleveland's Children

Wireless LAN (RFP # 15-0203)
Distance Learning (RFP #16-0203)

Judy Srail, Principal and Certified Project Executive IT Consulting and Implementation Services IBM Global Services 1300 E. 9th Street, 7th Floor Cleveland, OH 44114 216-664-7102 (Phone) JSRAIL@US.IBM.COM

LacisIl@cmsdnet.net on 01/06/2002 06:02:55 PM

To: Judy Srail/Cleveland/IBM@IBMUS, Rosemary

Enos/Charleston/IBM@IBMUS

cc: Timothy Baylor/Cleveland/IBM@IBMUS

Subject: Confirm presentation

Judy and Rosemary:

This is to confirm Friday, January 11 for IBMs presentation of RFP#05-0203

"Technical Support" from 8:30 a.m. to 10:30 a.m..

I am keeping the rest of the day clear for any other RFPs that the Eval.

 $\mbox{\sc Cmte.}$  will wish to see from  $\mbox{\sc IBM}$  . However, I wanted to start the day early

and I hope that's ok with your schedules.

Thanks, Ilze

 $\mbox{PS}$  -- The eval cmte will meet late Monday to evaluate the next group of

RFPs that have come in. I should have an answer by early morning on Tuesday for you.

PPS -- Judy -- Q: Why are we working on a Sunday afternoon, when curling up  $% \left( 1\right) =\left( 1\right) +\left( 1\right)$ 

by a fire with the Times would be far preferable?....

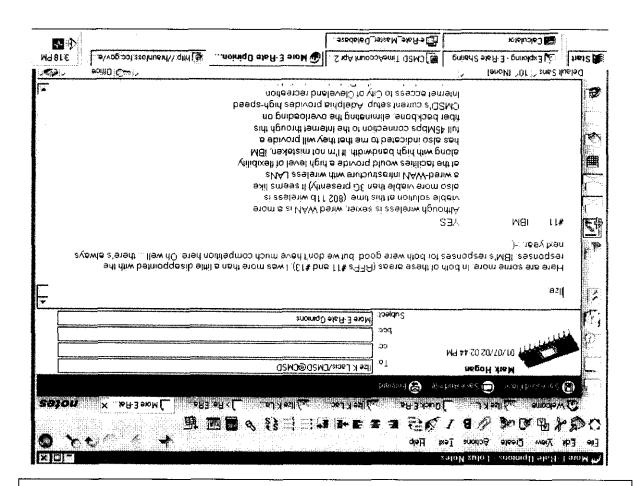
Ilze Kalnina Lacis

Cleveland Municipal School District

Interim Manager, eRate Program

Tel: 216 432 6240 Fax: 216 431 4398 Pgr: 216 388 1303

# See arrows on page 2 ... cost is approximately 40% higher... ... nesponse was incomplete and did not contain even a price <u>estimate</u> ...



#### Mark Hogan

To: IIze K Lacis/CMSD@CMSD cc:

01/07/02 02:44 PM

Subject: More E-Rate Opinions

ʻƏZ||

Here are some more. In both of these areas (RFPs #11 and #13), I was more than a little disappointed with the responses. IBM's responses for both were good, but we don't have much competition here. Oh well ... there's always next year. :-(

:ooq

**VES.** 

W8| | IBW

Although wireless is sexier, wired WAN is a more viable solution at this time. (802.11b wireless is also more viable than 3G presently) It seems like a wired-WAN infrastructure with wireless LANs



at the facilities would provide a high level of flexibility along with high bandwidth. If I'm not mistaken, IBM has also indicated to me that they will provide a full 45Mbps connection to the Internet through this fiber backbone, eliminating the overloading on CMSD's current setup. Adelphia provides high-speed Internet access to City of Cleveland recreation centers, which gives the District a potential tie-in as well. Downsides are the customary IBM issue with cost. At almost \$12M, this is a significant investment in a "service" that CMSD would not own and would lose if E-Rate went away.

#11 Allied Cable NO

The Allied Cable response was incomplete and did not contain even a price estimate. Although I understand that the RFP was somewhat vague, Allied should have made more of an attempt to find out enough information to make at least a rough estimate. While the IBM approach was for a solution, Allied appears to have approached the RFP solely from a cabling perspective. This isn't a strong NO. but my gut check is that Allied probably doesn't have the services experience or the vision to do

what I think we're looking for.

ILZE ... PLEASE REMIND ME WHY WE PUT RFP #13 ON THE STREET. WHY DO WE WANT THE EQUIPMENT IN THE SCHOOLS TO TERMINATE ADDITIONAL T1 LINES? WHAT ARE THE ADDITIONAL T1 LINES FOR? IS THIS RELATED TO THE CORE UPGRADE?

#13 Ameritech

> I can't tell if Ameritech is overconfident or just sloppy. but as with their other proposal, I can't find any actual substance to this. On top of that, I am listed as a reference for the company, and was not asked if I would be willing to be so listed. (I would not be so willing.) Cost is also an issue, as Ameritech's proposed cost is approximately 40% higher than IBM's proposed cost!

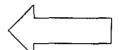
#13 **IBM**  YES.

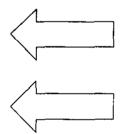
Cost is lower than Ameritech's and the proposal is considerably more detailed. On top of that, as it appears likely that CMSD will use IBM for technical support for another year, network installation services will be

FOC (or at least of ADDITIONAL charge).

Mark

Mark J. Hogan Interim Executive Director Management Information Services Cleveland Municipal School District





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## Cleveland Municipal School District Educating Cleveland's Children

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